

## Message Text

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PAGE 01 MOSCOW 09773 071650Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----088835 071652Z /46

P R 071512Z JUL 77  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 9556  
AMCONSUL FRANKFURT

UNCLAS MOSCOW 9773

FOR BEWT/TPD (ROBB)

EO 11652: NA  
TAGS: BEXP UR  
SUBJECT: SEMINAR/EXHIBIT PLANNING SCHEDULE, FY 1978 (LOGGING AND  
FIRE SAFETY)

REF: (A) USDOC 12094 (NOTAL), (B) USDOC 12394 (NOTAL)

1. USCO AGREES WITH USDOC'S RECOMMENDATIONS TO MOVE LOGGING  
S/ME INTO JUNE 1978 SLOT AND PUSH BACK PRINTING-GRAPHIC  
ARTS S/ME INTO JANUARY. STATE COMMITTEE FOR PUBLISHING  
HOUSES, PRINTING PLANTS AND BOOK TRADE ALSO RECOMMENDED  
THAT EVENT BE PUSHED BACK ONE MONTH IN OUR MEETING THERE  
ON JULY 4 (BEING REPORTED SEPTTEL).

2. ON FIRE SAFETY S/ME, WE WOULD PREFER TO STICK TO  
NOVEMBER DATE IF THIS DOES NOT CAUSE SERIOUS PROBLEMS FOR  
USDOC. BELIEVE IT DESIRABLE TO SCHEDULE THIS S/ME AS  
SOON AS POSSIBLE IN ORDER TO TAKE FULLEST ADVANTAGE OF  
CURRENT STRONGSOVIET INTEREST IN THIS THEME, TO STAY  
IN RUNNING WITH COMPETITION AND TO INSURE BETTER CRACK AT  
ANY FUNDS WHICH MUST BE EXPENDED FOR THIS PURPOSE PRIOR  
TO END OF CALENDAR YEAR. USCO HAS NOT YET BEEN ABLE TO  
SCHEDULE APPOINTMENTS WITH EITHER MOSSOVIET OR INTOURIST  
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TO DISCUSS SEMINAR. IN VIEW OF GOSGRAZHDANSTROY'S AND  
SCST'S VERY POSITIVE REACTIONS AND SHORTNESS OF TIME,  
USCO'S RECOMMENDATION WOULD BE VIGOROUSLY TO PROCEED WITH  
S/ME FEATURING FIRE DETECTION AND FIRE SUPPRESSION  
EQUIPMENT.

3. STRONGLY ENDORSE USDOC'S PROPOSAL TO COOPERATE WITH

FIRE EQUIPMENT MANUFACTURERS' ASSN (FEMA). WOULD IT BE POSSIBLE FOR ASSOCIATION TO RECOMMEND AND, IDEALLY, FUND TRAVEL OF BIG CITY FIRE CHIEF TO SERVE AS SEMINAR CHAIRMAN? POSSIBILITIES FOR USCO FUNDING SUCH WILL BE SUBJECT OF SEPTTEL. SHOULD POINT OUT THAT REPRESENTATIVES OF TWO FIRMS (GARY LEHR, MOSCOW REP FOR HONEYWELL, AND LEO WELT, WHO REPRESENTS SNORKEL FIRE EQUIPMENT CO., ST. JOSEPH, MO. TEL. 816-238-4501) HAVE BOTH EXPRESSED STRONG INTEREST IN TAKING PART IN THIS EVENT. IF THESE COMPANIES ARE FEMA MEMBERS PERHAPS THEY MIGHT BE BEST APPROACHED BY ASSOCIATION. IF NOT, WE WOULD BE PREPARED TO EXPAND SEMINAR TO NINE FIRMS, IF NECESSARY, IN ORDER TO ACCOMMODATE THEM. WOULD LIKE TO EMPHASIZE ONCE AGAIN THAT WHEREAS SUPPLIERS OF FIRE DETECTION AND SUPPRESSION EQUIPMENT HAVE, WE BELIEVE, GOOD OPPORTUNITY TO MAKE SOME SALES IN SHORT-TERM, LARGER COMMERCIAL PROSPECTS RESIDE IN FIRMS (OR GROUPS OF FIRMS) ABLE TO OFFER AND DESCRIBE SYSTEMS APPROACH TO FIRE PREVENTION FOR LARGE CIVIL (NON-INDUSTRIAL) BUILDINGS SUCH AS HOTELS, HOSPITALS, SCHOOLS, APARTMENT BUILDINGS, AND THE LIKE. AND THAT IS WHERE AN EXPERIENCED RESPECTED FIRE CHIEF FROM A MAJOR AMERICAN CITY COULD PLAY AN EXTREMELY USEFUL ROLE. LACKING ANY FAMILIARITY WITH U.S. EQUIPMENT IN THIS LINE, SOVIETS, WE ARE CONVINCED, WOULD BE MOST INTERESTED IN MEETING WITH AND SEEKING ADVICE OF LEADING U.S. FIRE CHIEF REGARDING HIS EXPERIENCES IN ACTUALLY USING EQUIPMENT AND SYSTEMS

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HIGHLIGHTED BY FIRMS PARTICIPATING IN S/ME. IT SHOULD BE RECALLED THAT FRANKFURT (FRG) FIRE CHIEF WAS INVITED IN AT SOVIET INITIATIVE FOR THIS VERY REASON.

4. SUMMARY GOSGRAZHDANSTROY'S WRITTEN RECOMMENDATION RECEIVED JULY 6 WILL FOLLOW SEPTTEL.

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## Message Attributes

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**Review Markings:**  
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